

## Message Text

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ACTION EB-07

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DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 L-02 SS-15

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R 160659Z APR 75  
FM AMEMBASSY TEHRAN  
TO SECSTATE WASHDC 1089  
INFO AMEMBASSY BEIRUT  
FAA BRUSSELS  
AMCONSUL KARACHI  
AMEMBASSY LONDON  
AMEMBASSY PARIS  
AMEMBASSY TEL AVIV

LIMITED OFFICIAL USE SECTION 1 OF 2 TEHRAN 3476

DEPT PASS COMMERCE FOR COHEN AND HALE, EXIMBANK FOR YOUNG  
AND BEEDE;

BEIRUT FOR RCCA

E.O. 11652: N/A  
TAGS: EFIN, EAIR, IR  
SUBJECT: IRAN AIR STATUS AND FLEET AND ROUTE EXPANSION

REF: BEIRUT 0879

1. SUMMARY: RCAA AND EMBASSY CIVAIR OFFICER PAID SERIES OF  
CALLS APRIL 7-9 ON IRAN AIR OFFICIALS, INCLUDING LT GEN ALI  
M. KHADEMI, MANAGING DIRECTOR; MR. HOOSHANG TAJADOD, DEPUTY  
MANAGING DIRECTOR CORPORATE PLANNING; MR. ABBAS MIRRASHIDI,  
DIRECTOR PLANNING, ECONOMIC ANALYSIS AND STATISTICS; AND ON APR 14,  
MR. R.A. ROBERTS, DEPUTY MANAGING DIRECTOR ENGINEERING AND  
MAINTENANCE. IRAN AIR DUE TO SIGN FINAL SALES CONTRACT APRIL 23  
FOW TWO BOEING 747-286B'S VALUED AT \$90 MILLION INCLUDING SPARES,  
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PUSHING U.S. TRANSPORT AIRCRAFT SALES FOR AREA TO \$487 MILLION  
1975 TO DATE. AIRLINE ATTAINED NET PROFIT \$13.5 MILLION  
(US) FISCAL YEAR ENDED MARCH 21,1974, SETTING NEW RECORD AND  
CONTINUING AIRLINE'S UNBROKEN RECORD OF PROFITABILITY SINCE

INITIAL OPERATIONS 1962. FINAL SALES CONTRACT TWO CONCORDES PROBABLY TO BE SIGNED THIS SPRING. END SUMMARY.

2. ABOUT FEBRUARY 15TH, IRAN AIR SIGNE LETTER OF INTENT WITH THE BOEING COMPANY FOR TWO 747-286B AIRCRAFT, POWERED BY UP-RATED JT9D-7F ENGINES (48,000 POUNDS THRUST DRY, 50,000 POUNDS THRUST WET) WITH MAXIMUM GROSS TAKEOFF WEIGHT 800,00 POUNDS AND WQUIPPED WITH SIED MAINDECK CARGO DOORS. AIRCRAFT WILL BE CARGO/PASSENGER MIXED CONFIGURATION, 281 SEATS (NOT INCLUDING UPPER DECK WHICH COULD SEAT 32 FOR HAJ) AND SIX 8'X8'X10' CARGO CONTAINERS REAR CABIN.

3. VALUE SALE APPROXIMATELY \$90 MILLION INCLUDING SPARES, WITH DELIVERY DATES OCTOBER 1976, MAY 1977. AIRLINE AND BOEING SEEKING FAA PERMISSION CONFIGURE UPPER-DECK LOUNGE FOR 32 SALABLE SEATS BY PROVIDING ADDITIONAL EXIT DOOR TO PERMIT MEETING FAA EBACUATION STANDARDS. FINAL SALES CONTRACT FOR THE TWO AIRCRAFT DUE FOR SIGNATURE ON APRIL 23, TEHRAN, WITH DETAILED CONFIGURATION SPECIFICATIONS NOW IN PROCESS BEGOTIATION BETWEEN BOEING CONTRACT TEAM AND R.A. ROBERTS.

4. AS REPORTED PREVIOUSLY BY EMBASSY TEHRAN, IRAN AIR ALSO SIGNE SALES CONTRACT ABOUT FEBRUARY 15TH FOR ONE USED BOEING 707-321B AND ONE USED 707-321C FROM PANAM VALUED AT APPROXIMATELY \$12 MILLION. 707-321C DELIVERED IRAN AIR APRIL 1 AND PRESENTLY IN SCHEDULED SERVICE. 707-321C HAS RECEIVED MODIFICATIONS BEDEK DIVISION ISRAEL AIRCRAFT INDUSTRIES, TEL AVIV AND DELIVERED TEHRAN APRIL 10. RIAN AIR ALSO ENTERED INTO DRY-LEASE ADDITIONAL USED 707-321C FROM PANAM FOR PERIOD MAY 15,1975 THROUGH MAY 14,1976 BTO BE DEPLOYED ON TWICE-WEEKLY ROUNDTRIP ALL-CARGO SERVICES TEHRAN-LONDON-NEW YORK.

5. BEYND 1976, AIRLINE CONTEMPLATING INTRODUCTION LARGER AIRCRAFT FOR HIGH-DENSITY DOMESTIC SERVICES WITH INDICATIONS THIS WILL BE SALES CONFRONTATION BETWEEN AIRBUS INDUSTRIE'S A-300B2 VERUS BOEING'S FORTHCOMING 727-300B, WITH IN-SERVICE DATES BEGINNING LATE 1977 OR 78. ROBERTS ESTIMATES THIS RE-LIMITED OFFICIAL USE  
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QUIREMENT AT FIVE AIRCRAFT BY SPRING 1980.

6. ALTHOUGH GEN KHADEMI INDICATES DETAILS NOT YET FINALIZED, IRAN AIR PORBALYT SIGNING FIRM CONTRACT TWO BAS-AEROSPATIALE CONCORDES THIS SPRING FOR DELIVERY SPRING 1978 TO BE DEPLOYED TEHRAN-LONDON-NEW YORK, AND LATER, TEHRAN-PEKING-TOKOY. AIRCRAFT WILL BE CONFIGURED 101 59 108 SINGLE-CLASS SEATS AND KHADEMI ADMITS FUEL BURN-OFF, ECONOMICS, AND VIABILITY HIGHLY QUESTIONABLE, BUT AIRCRAFT TECHNICALLY SOUND. AIRLINE APPEARS UNENTHUSED PROSPECT DEPLOYMENT CONCORDES; BUT SHAH, MOTIVATED BY PRESTIGE AND POLITICAL FACTORS, FAVORS IRAN AIR DEPLOYMENT OF CONCORDES.

7. FINANCIAL RESULTS: FOR FISCAL YEAR ENDED MARCH 21,1974,  
IRAN AIR ACHIEVED RECORD BOTTOM-LINE NET PROFIT \$13,509,000.  
FOR FISCAL YEAR ENDED MARCH 21,1975, GENERAL KHADEMI ANTICI-  
PATES ANOTHER RECORD NET PROFIT: APPROXIMATELY \$14 TO \$15 .8))-  
LION (US) OR BETTER. AIRLINE HAS ESTABLISHED CONSISTENT AND  
UNBROKEN RECORD BOTTOM-LINE PROFITABILITY SINCE INITIAL OPERA-  
TIONS FEB 24, 1962.

8. TRAFFIC RESULTS: FOR FISCAL YEAR 1974 IRAN AIR'S OPERATING  
STATISTICS SHOW OVERALL TRAFFIC UP 30.3 PERCENT AND CAPACITY UP  
AT LESSER REATE OF 24.7 PERCENT OVER FISCAL YEAR 1973, THUS IN-  
CREASING LOAD FACTOR BY TWO POINTS. DETAILED TRAFFIC DATA  
FOLLOWS:

1974	1973	1972	FY 1974 OVER FY 1973
(000)	(000)	(000)	PERCENTAGE INCREASE

REVENUE TON-  
KILOMETERS 133,961 102,831 85,627 PLUS 30.3 PERCENT

AVAILABLE TON-  
KILOMETERS 262,780 210,715 194,383 PLUS 24.7 PERCENT

REVENUE LOAD  
FACTOR 51 PERCENT 49PERCENT 44PERCENT PLUS 2 POINTS

TOTAL NUMBER OF  
EMPLOYEES 4,309 3,996 3,925

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9. CALENDAR YEAR 1974 VERSUS CALENDAR YEAR 1973 SHOWS INTER-  
NATIONAL REVENUE-TON KILOMETERS UP 35 PERCENT, DOMESTIC REVENUE-  
TON KILOMETERS UP 12 PERCENT, AND OVERALL SYSTEM REVENUE-TON  
KILOMETERS UP 24 PERCENT.

10. FLEET ADDITIONS: IRANS AIR'S AIRCRAFT ON ORDER, CONFIGURA-  
TION, AND DELIVERY DATES:  
THREE BOEING 747-SP (SPECIAL PERFORMANCE), CONFIGURED AT  
NORMAL 281 SEATS (24 FIRST-CLASS AND 257 ECONOMY) TO BE DE-  
LIVERED MARCH 1976, MAY 1976 AND MAY 1977.  
TWO BOEING 747-286B, CONFIGURED AT NORMAL 281 SEATS (24  
FIRST-CLASS AND 257 ECONOMY) PLUS PROVISION FOR SIX REAR-  
CABIN 8'X8'X10' CARGO CONTAINERS, FOR DELIVERY OCTOBER  
1976, MAY 1977.  
ONE BOEING ADVANCED 727-286, CONFIGURED AT 148 SEATS (10  
FIRST-CLASS PLUS 138 ECONOMY) TO BE DELIVERED MAY 1975 (TO  
COMPLETE FLEET OF FIVE ADVANCED 724-286).

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AMEMBASSY TEL AVIAV

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DEPT PASS COMMERCE FOR COHEN AND HALE, EXIMBANK FOR YOUNG AND  
BEEDE;

BEIRUT FOR RCAA

11. PRESENT FLEET INVENTORY:

THREE BOEING 707-386C, CONFIGURATION 146 SEATS (14 FIRST-  
CLASS PLUS 132 ECONOMY).

ONE BOEING 707-321B, CONFIGURATION 146 SEATS (14 FIRST-  
CLASS PLUS 132 ECONOMY).

ONE BOEING 707-321C, CONFIGURATION 146 SEATS (14 FIRST-  
CLASS PLUS 132 ECONOMY).

TWO BOEING ADVANCED 734-286 ADN TWO ADVANCED 737-286C, CON-  
FIGURATION 108 SEATS (8 FIRST-CLASS PLUS 100 ECONOMY).

FOUR BOEING 724-186 AIRCRAFT, CONFIGURATION 108

3-5 (8

FIRST-CLASS PLUS 100 ECONOMY).

FOUR BOEING ADVANCED 727-286, CONFIGURATION 148 SEATS (10  
FIRST-CLASS PLUS 138 ECONOMY).

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12. SUMMARY OF IRAN AIR FLEET DEPLOYMENT SUMMER SEASON 1975.(MAY  
15 THROUGH OCTOBER 31):

BOEING 707-386B/321C: SIX AIRCRAFT IN SERVICE; SEVEN  
ROUNDTRIPS WEEKLY TEHRAN-LONDON-NEW YORK; TWO ROUNDTRIPS  
WEEKLY TEHRAN-PEKING-TOKYO; FIFTEEN ROUNDTRIPS WEEKLY TEHRAN-WESTERN

EUROP/MOSCOW.

BOEING ADVANCED 723-286: FIVE AIRCRAFT IN WERVICE; FOUT ROUDNTRIPS WEEKLY TEHRAN-WESTERN EUROPE; TWENTY-FIVE ROUNDTRIPS WEEKLY TEHRAN-GULF/KUWAIT/SAUDI ARABIA; TWO ROUNDS WEEKLY TEHRAN-KARACHI-BOMBAY; FIFTY ROUNDTRIPS WEEKLY TEHRAN-DOMESTIC POINTS.

BOEING 727-186: FOUR AIRCRAFT IN SERVICE; SEVEN ROUNDRTIPS WEEKLY TEHRAN-WESTERN EUROPE/MOSCOW; FOUR ROUNDTRIPS WEEKLY, IRAN-GULF/KUWAIT/SAUDI ARABIA; FIVE ROUNDTRIPS WEEKLY TEHRAN -BEIRUT (SUBJECT GOVERNMENT APPROVAL)/KABUL; THIRTY-FOUR ROUNDTRIPS WEEKLY TEHRAN-DOMESTIC POINTS.

BOEING ADVANCED 727-286: FOUR AIRCRAFT IN SERVICE; TWO ROUNDTRIPS WEEKLY, ABADAN-KUWAIT; ONE ROUNDTRIP WEEKLY TERHAN-BAGDAD; SIXTY-THREE ROUNDTRIPS WEEKLY TEHRAN-DOMESTIC POINTS.

FOKKER-VFW F-27'S: TWO AIRCRAFT (LEASED FROM IIAF) IN SERVICE; SIX ROUNDTRIPS WEEKLY TEHRAN-DOMESTIC POINTS (TEHRAN-HAMADAN, TEHRAN-SANANDAJ).

13. SUMMARY IRAN AIR SUMMER SEASON 1975 SCHEDULE PATTERN:  
THIRTY-FIVE INTERNATIONAL ROUNDTRIP SCHEDULES WEEKLY, INCLUDING SEVEN TEHRAN-NORTH AMERICA; TWO TEHRAN-FAR EAST; TWENTY-SIX TEHRAN-WESTERN EUROPE/MOSCOW.  
THIRTY-NINE REGINOAL ROUNDTRIP SERVICES WEEKLY, INCLUDING THIRTY-ONE IRAN-GULF/KUWAIT/SAUDI ARABIA; SIX TEHRAN-LEBANON/IRAQ/AFGHANISTAN; TWO TEHRAN-PAKISTAN-INDIA.  
ONE HUNDRED FIFTY-THREE ROUNDTRIP SCHEDULES WEEKLY TEHRAN-IRANIAN DOMESTIC POINTS.

14. WITH REGARD TO THE BOEING 707-321B AND 707-321C RECENTLY ORDERED FROM PANAM, BOTH WILL BE INITIALLY OPERATED INPASSENGER SERVICES, WITH 707-321B SCHEDULED TO BE CONVERTED TO WIDEBODIED/LOOK INTERIOR JANUARY 1976. THE 707-321C WILL BE CONVERTED TO ALL-CARGO CONFIGURATION MAY 1976, REPLACING THE 707-321C LEASED FROM PANAM FOR TWELVE MONTH PERIOD MAY 15, 1975-MAY 14,1976, FOR TEHRAN-LONDON-NEW YORK TWICE-WEEKLY LIMITED OFFICIAL USE  
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ROUNDRIP ALL-CARGO SERVICES.

15. IRAN AIR'S THREE 747 SP'S AND TWO 747-286B'S WHEN RECEIVED, WILL BE DEPLOYED TEHRAN-LONDON-NEW YORK AND TEHRAN-LONDON/WESTERN EROPE TURNAROUND, YIELDING AVERAGE DAILY UTILIZATION PER AIRCRAFT 10.5 HOURS. EVENTUALLY THE BOEINGI 747 SP/286B FLEET MAY ALSO BE DEPLOYED TEHRAN-PEKING-TOKYO.

16. GENERAL KHADEMI INDICATED THAT, AT LEAST INITIALLY, BOEING 747 SP'S WILL NOT OPERATE NON-STOP EASTBOUND NEW YORK-TEHRAN DUE TRAFFIC SUPPORT REQUIREMENTS LONDON. HE FURTHER INDICATED IRAN AIR TEHRAN-LONDON-LOS ANGELES SCHEDULED SERVICES PORBABLY WOULD NOT BE INAUGURATED UNTIL AFTER 1977.

17. DOMESTIC SERVICES: IRAN AIR SERVICES NINETEEN DOMESTIC POINTS WITHIN IRAN, SEVENTEEN OF WHICH RECEIVE JET SERVICES. PRINCIPAL DOMESTIC CITY-PAIRS INCLUDE THE FOLLOWNING: TEHRAN-SHIRAZ, THIRTY-FOUR ROUNDTRIPS WEEKLY; TEHRAN-ISFAHAN, THIRTY-THREE ROUNDTRIPS WEEKLY; TEHRAN-ABADAN, TWENTY-FOUR ROUNDTRIPS WEEKLY; TEHRN-MASHAD, TWENTY-FOUR ROUNDTRIPS WEEKLY; TEHRAN-AHWAZ, SIXTEEN ROUNDTRIPS WEEKLY; TEHRAN-TABRIZ, FOURTEEN ROUNDTRIPS WEEKLY; TEHRAN-BANDAR ABBAS, THIRTEEN ROUNDTRIPS WEEKLY. THE ONLY TWO DOEMSTIC POINTS SERVED BY NON-JET AIRCRAFT ARE HAMADAN AND SANANDAJ. BOTH OF THESE POINTS WILL RECEIVE EITHER NEW OR UPGRADED AIRPORTS WHICH WILL PERMIT REPLACEMENT OF THE TWO TURBOPROP F-27'S, PRESENTLY ON LEASE FROM IIAF, BY BOEING ADVANCED 737-286'S.

18. WITH IMPENDING SALE TWO BOEING 747-286B'S TO IRAN AIR, U.S. TRANSPORT AIRCRAFT SALES TO AIRLINES IN THIS REGION TOTAL \$487 MILLION 1975 TO DATE INCLUDING FOLLOWING CUSTOMERS: EGYPTAIR, EL AL, IRAQI, IRAN AIR, PIA. US JET TRANSPORT SALES TO IRAN AIR FOR PERIOD COMMENCING JANUARY 1. 1965 THROUGH APRIL 1975 WILL TOTAL APPROXIMATELY \$333 MILLION.  
HELMS

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## Message Attributes

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